

# FINANCIAL ASSISTANCE

ENERGY EFFICIENCY AND  
RENEWABLE ENERGY

June 26, 2007



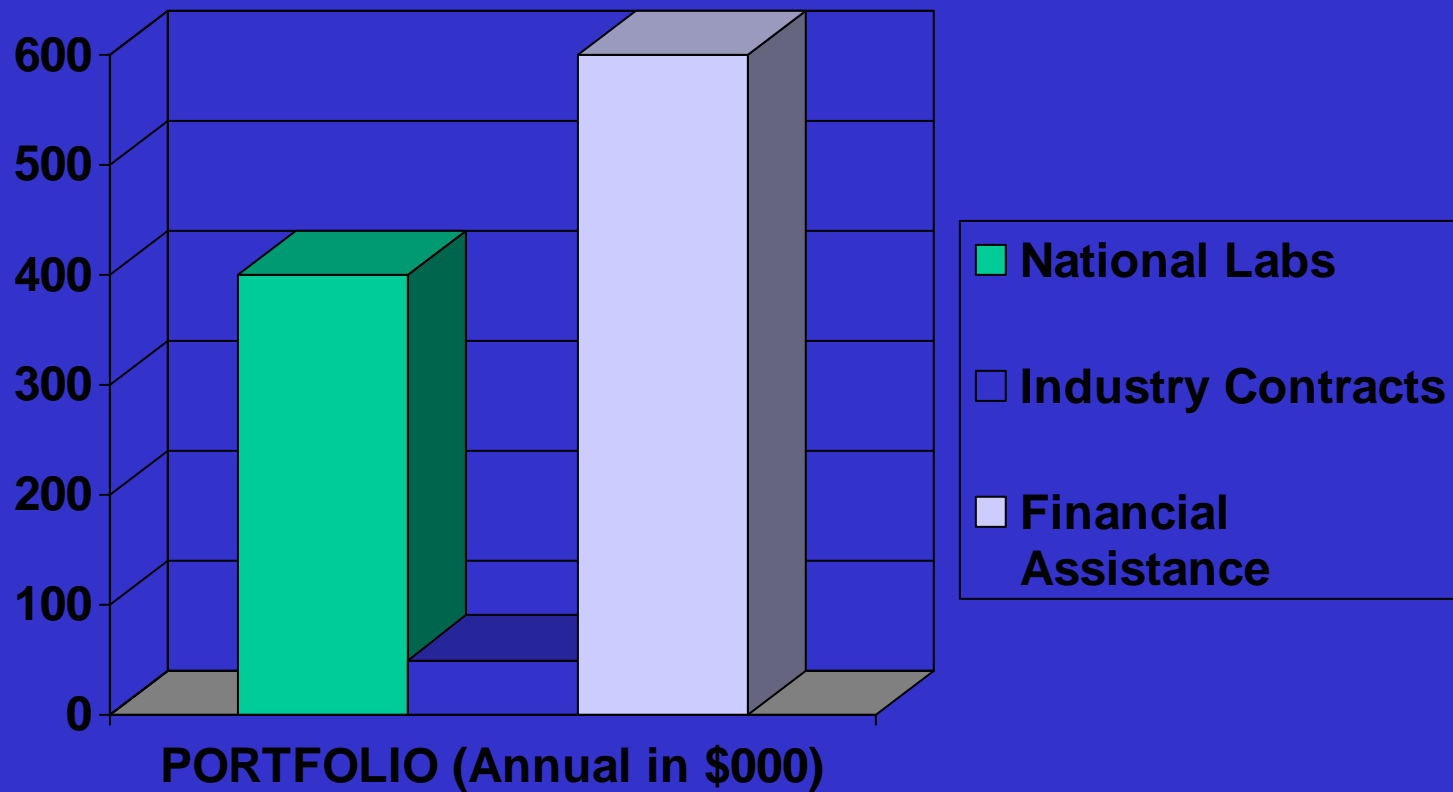
# INTRODUCTION

- ◆ Kent L. Hibben (202) 586-8086
- ◆ Contracting Officer Representative/Procurement Specialist
- ◆ Organization
  - ◆ Business Administration
  - ◆ Technology Development “10 Programs”
- ◆ Mission – Fund R & D activities to develop, demonstrate and deploy energy efficiency and renewable energy technologies

# OPPORTUNITIES FY07 “\$1.4 Billion”, and FY08 ~ \$1.8 Billion

- ◆ **Acquisition (Contracts)**
  - ◆ *National Laboratories – R&D \$500 Million*
  - ◆ *Industry – Technical Services \$50 Million*
- ◆ *Financial Assistance (Grants) – Over \$800 Million*

# PROCUREMENT PORTFOLIO



# WHAT IS AVAILABLE

- ◆ Subcontracting from National Labs (Approximately \$150 Million)
- ◆ Prime Awards Via Competitive Solicitations for both contracts and financial assistance (Approximately \$250 Million)
- ◆ SBIR/STTR – Small Business Innovative Research and Small Business Technology Transfer Programs are Reserved for Small Businesses (\$10 - \$20 Million)

# SBIR & STTR FUNDING

- ◆ FY 04 (Actual)
  - ◆ SBIR/STTR      Phase I = \$ 7,365,625,  
Phase II = \$31,260,199
- ◆ FY05 (Actual)
  - ◆ SBIR/STTR      Phase I = \$7,688,033  
Phase II = \$42,545,466
- ◆ FY06 (Available for Award)
  - ◆ SBIR/STTR      Phase I = \$11,096,000
- ◆ FY07 (Estimated Available for Award). Solicitation to be released O/A end of September.
  - ◆ SBIR/STTR      Phase I = \$11,096,000

# HOW DO I GET FUNDS

- ◆ Get qualified to receive Grants
  - ◆ **Apply for a Data Universal Numbering System (DUNS Number** -- [smallbusiness.dnb.com](http://smallbusiness.dnb.com). This is the industry standard for business listings
  - ◆ **Register in the Central Contractor Registry (CCR)**

Here you can determine your relevant North American Industry Classification System (NAICS) code. This helps sort out your standing (what type of small business you can be recognized/compete as). In concert with the DUNS #, NAICS was developed to provide new comparability in statistics about U.S. business activities.
  - ◆ **Apply to a Solicitation/Funding Opportunity Announcement**
    - ◆ [www.fedbizopps.com](http://www.fedbizopps.com)
    - ◆ [www.grants.gov](http://www.grants.gov) ( one way to contact National Labs, stewarded by the DOE office of Science [www.er.doe.gov](http://www.er.doe.gov))
    - ◆ <http://doe-iips.pr.doe.gov>

# Connections exist at many levels...

Stakeholders can contact

- ◆ DOE-affiliated organizations and efforts,
- ◆ State Energy offices/Chambers of Commerce,
- ◆ Federal job sites, trade associations,
- ◆ Congresspersons, DOE Small Business Conference attendees, and other Minority Educational institutions...



## ◆ Websites and Contact Information for Various Sources of Business Opportunities with ◆ the US Department of Energy

- ◆ To obtain information on EERE products, services, and business opportunities you may call the EERE call center at 1-877-337-3463 or go to the website <http://www.eere.doe.gov> and click on 'EERE Information Center'.
- ◆ **SBIR and STTR Programs:** The SBIR (Small Business Innovation Research) and STTR (Small Business Technology Transfer) programs, are two competitively awarded, three-phase Federal Government programs designed to stimulate technological innovation and provide opportunities for small businesses. These dynamic teamings of the private and public sectors include joint venture opportunities for small businesses and the nation's premier nonprofit research institutions.
- ◆ The SBIR program solicitations are issued by eleven Federal agencies, including the Department of Agriculture, the Department of Commerce, the Department of Defense, the Department of Education, the Department of Energy, the Department of Health and Human Services, the Department of Homeland Security, the Department of Transportation, the Environmental Protection Agency, the National Aeronautics and Space Administration, and the National Science Foundation. For more information about the SBIR program, visit <http://www.sba.gov/sbir/indexsbir-sttr.html>. In addition, Federal agencies maintain department-specific SBIR and STTR programs Web pages.
- ◆ Various SBIR and STTR websites: <http://sbirworld.com> or <http://zyn.com/sbir/> or the Department of Defense website: <http://www.acq.osd.mil/osbp/sbir/>
- ◆ **EERE Financial Opportunities:** Through financial assistance, EERE provides funding for renewable energy and energy efficiency research and development. Financial assistance awards transfer money, property, or services to a recipient so that it can accomplish a public purpose authorized by Federal statute. For example, a financial assistance award might be used to fund research to improve the efficiency of photovoltaic cells. Grants are usually awarded through a competitive solicitation process. In this scenario, EERE solicits applications in specific research areas and selects from the submissions based on merit.
- ◆ <http://www.grants.gov/>
- ◆ <http://www1.eere.energy.gov/financing/>
- ◆ <http://www.fbo.gov/EPSVendorRegistration.html>.
- ◆ **Unsolicited Proposals:**
- ◆ Considered noncompetitive actions, these may be selected for funding if they:
- ◆ demonstrate a unique and innovative concept or a unique capability,
- ◆ offer a concept or service not otherwise available to the government,
- ◆ do not resemble recent, current, or pending competitive solicitations, and
- ◆ independently originate with the proposer without government supervision.
- ◆ To submit an unsolicited proposal, contact:
- ◆ John N. Augustine, Mail Stop 921-107, Unsolicited Proposal Manager  
U.S. Department of Energy National Energy Technology Laboratory  
626 Cochran's Mill Road P.O. Box 10940 Pittsburgh, PA 15236-0940 (412) 386-4524 Fax: (412) 386-6137
- ◆ **EERE State Activities and Partnerships:** The EERE *State Activities & Partnerships* Web site <http://www.eere.energy.gov/states/> links to DOE's Office of Energy Efficiency and Renewable Energy (EERE) partnerships with and projects in the States' energy offices. Here you will find:
- ◆ EERE-sponsored projects in the states, EERE's cooperative projects and grants to the states, news about state involvement in energy projects, State energy statistics
- ◆ State maps of renewable energy resources, and case studies and state publications.
- ◆ **Acquisitions:**
- ◆ The U.S. Department of Energy, Office of Headquarters Procurement Services, employs a secure, web-enabled acquisition and financial assistance system, the Industry Interactive Procurement System (IIPS). IIPS provides for the posting of solicitations, receipt of offers, conducting of clarifications or discussions, evaluation of offers or bids, and award of task orders in a paperless environment via the Internet. To get more information about IIPS and to register your company, go to <http://e-center.doe.gov>. To register your company follow the link marked 'Register' on the E-center homepage. At the register page you should choose to register for IIPS and follow the on screen directions to complete this process. If you have problems or questions in using IIPS please contact the help line at (800) 683-0751.
- ◆ Website: <http://www.fedbizopps.gov/>
- ◆ **Cooperative Research and Development Agreements (CRADAs).**
- ◆ CRADAs are partnerships in which a private sector partner and a national laboratory work together to further research and development. In the simplest form of a CRADA partnership, each party contributes equally to the project in terms of labor, funding, and facilities. In more complex arrangements, the private partner may opt for a "funds in" arrangement, in which it defers part of the laboratory's expenses. See <http://www1.eere.energy.gov/financing/cradas.html> for additional information concerning CRADAs.
- ◆ Note: Since 30 June 2006, the regional offices of DOE have been consolidated into three project management centers (PMCs):
- ◆ 1.) DOE HQ EERE Office 1000 Independence Ave., SW Washington, DC 20585
- ◆ 2.) The Golden Colorado PMC <http://www.eere.energy.gov/golden> is also reachable at: [goweb@go.doe.gov](mailto:goweb@go.doe.gov). Mail Stop 1501 1617 Cole Boulevard Golden, Colorado 80401
- ◆ 3.) The National Energy Technology Laboratory (NETL) <http://www.netl.doe.gov>
- ◆ The EERE Small Business Program Manager is [Turnetta.Cook@ee.doe.gov](mailto:Turnetta.Cook@ee.doe.gov)

# Sample State Energy Office Homepage


## <http://www.eere.energy.gov/states>

EERE State Activities and Partnerships: Tennessee - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites

Address [http://www.eere.energy.gov/states/state\\_specific\\_information.cfm/state=TN](http://www.eere.energy.gov/states/state_specific_information.cfm/state=TN) Go Links

 U.S. Department of Energy  
**Energy Efficiency and Renewable Energy** *Bringing you a prosperous future where energy is clean, abundant, reliable, and affordable*

**EERE State Activities & Partnerships**

State Information State Policy Technical Assistance Financial Opportunities Information Resources Home

## Tennessee

**Contacts**

**Energy Statistics**

**Quick Links to States**  
AK AL AR AZ CA  
CO CT DC DE FL  
GA HI IA ID IL IN  
KS KY LA MA MD  
ME MI MN MO MS  
MT NC ND NE NH  
NJ NM NV NY OH  
OK OR PA RI SC  
SD TN TX UT VA  
VT WA WI WV WY

[Printable Version](#)

Here you will find news about advances in renewable energy and energy efficiency in Tennessee and links to Web sites published by DOE's Office of Energy Efficiency and Renewable Energy (EERE) that have specific information for Tennessee.

**Featured News**  
September 20, 2006  
**Tennessee Governor Test Drives Hybrid Vue Green Line**  
Tennessee Governor Phil Bredesen on September 19 helped launch the first hybrid electric vehicle produced in Tennessee and says he's considering a few for the state fleet. [More](#)

[More News](#)

**Energy Efficiency and Renewable Energy in Tennessee**  
The following are links to EERE Web sites that have Tennessee-specific pages.

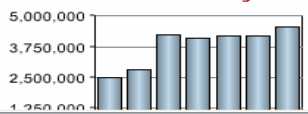
**Energy Efficiency and Conservation**

**EERE Information Center**

**NEWS**  
**Biodiesel Blends Now Used in More Than 50 East Tennessee Fleets** ▶  
February 23, 2006  
**Tennessee Engages Biofuels Working Group** ▶  
February 16, 2006  
[More News](#)

**EERE GRANTS TO TENNESSEE**  
EERE provides funding to the State of Tennessee for its energy programs. These grants depend on yearly appropriations by Congress and are distributed according to a formula.

**Weatherization Program**



Year	Funding (Approximate)
2000	2,500,000
2001	2,750,000
2002	3,250,000
2003	3,750,000
2004	3,750,000
2005	3,750,000
2006	4,250,000

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# www.usajobs.opm.gov

## Your Career in the U.S. Government Starts Here!

USAJOBS is provided at no cost and offers information on 21,618 U.S. government job opportunities worldwide. Ready to land the Federal job that's right for you? **Just follow these three steps:**

Set up your [My USAJOBS](#) account to:

- ♦ Create & post resumes
- ♦ Attract employers
- ♦ Have jobs emailed to you

Just enter your desired job information and [search](#) the database of 21,618 jobs. Use your resume to apply online instantly.

Get all the [information and advice](#) you need on obtaining a job in the Government. [Career Interests Center](#)

Assess your skills and interests to match potential career opportunities. [Employment Information](#)  
Learn more about employment opportunities, initiatives, and issues by browsing our employment information sheets. [Federal Hiring Processes](#)  
For seekers who have never been in Federal Employment.

USAJOBS is the Federal Government's official one-stop Office of Personnel Management website for Federal jobs and employment information.

## Trade and elected resource-sites include:

- ◆ <http://energy.sourceguides.com>  
For renewable energy trade associations in the United States, by State
- ◆ To contact your elected representatives:  
<http://www.house.gov/writerep/>  
<http://www.senate.gov>
- ◆ For your State and local elected representatives, search for “state government [State]”

# Small Business Conferences ---

- ◆ [www.smallbizconference.com](http://www.smallbizconference.com) - seminars, meeting opportunities, booths, partnering workshops
- ◆ The U.S. Department of Energy wants to talk to you about contracting opportunities for Small Businesses! [www.sba.gov](http://www.sba.gov)
- ◆ KEY HIGHLIGHTS OF THE ANNUAL SMALL BUSINESS PROCUREMENT CONFERENCES:
- ◆ PLENARY SESSIONS featuring prominent government, corporate and business leaders who will discuss ways small businesses can have better access to DOE procurement opportunities;
- ◆ BUSINESS EXPO providing an opportunity for businesses to showcase their products and services to hundreds of corporate and government attendees, including DOE's Prime Contractors;
- ◆ MATCHMAKING FORUM providing a unique opportunity to schedule one-on-one meetings with procurement representatives from DOE's Prime Contractors and share in over \$1 billion of possible subcontracting opportunities within FY 2006;

# EERE Minority Educational Institution (MEI) Database

Name of Institution	Type of Institution	Contact Information	Research Area	Are currently conducting related research in this area	Have conducted research in this area	Have the facilities and expertise to conduct research in this area	Have the facilities and expertise to team with another University/College or National Laboratory in this research area	Would like to receive Solicitations or research Grants in this area

- ♦ To update your information, fill in the blanks and email to [Kent.Hibben@ee.doe.gov](mailto:Kent.Hibben@ee.doe.gov). These data will be added to the EERE list of all US Minority Educational Institutions, for rapid identification of which MEIs are involved in \_\_\_\_\_.

## DOE/EERE partnerships focus on reNEWable ENERGY –

- ◆ DOE and other Federal Agencies are furthering the Administration's Advanced Energy Initiative to hasten partnerships commercializing reNEWable ENERGY industries and distribution systems  
[www.technologyforums.com](http://www.technologyforums.com)

- DOE's Change a light campaign, for example, with its symbol of a CFL shows how **at every level your home, school, business or organization can get these technologies of the future off the shelf, plugged in, --- and lit up!**



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For more information on this  
presentation or on related EERE  
partnership issues, contact

[Kent.Hibben@ee.doe.gov](mailto:Kent.Hibben@ee.doe.gov)

202 586-8086